



Access

Video

Software

Technology

# High Rise Access Control Replaces Security Guards with One-Year ROI



As operating costs such as fuel and electricity continue to increase, owners of commercial buildings are exploring options to reduce operating overhead.

Scott Grossinger Etes of Excel Global Security has witnessed this first-hand. "On average we receive two to three calls a week from commercial property managers or owners. They want suggestions on how to reduce their costs and provide tenants with a safe environment," Etes notes.

## The solution

A recent trend in the Metropolitan marketplace has been to reduce operating costs by installing building-wide access control systems on the "strategic security partner" model.

"It's an easy way to ensure minimal impact on the building's long-term bottom line by reducing recurring operating costs," says Etes. "This model allows a building to eliminate the cost of staffing the lobby with uniformed security officers, replacing them with an effective access control system."

What sets New York apart from other cities is that fact that most buildings are home to multiple tenants. This plays an integral role in designing an appropriate security system.

## Access control is primary

At the heart of the Excel platform sits the Pinnacle™ access control system from Sielox, Runnemede, NJ.

Sielox enterprise-capable Pinnacle™ software provides total control of the entire access control network, plus the ability to upgrade or reconfigure controllers, readers, proximity cards and other hardware remotely. It incorporates agile methodology for software development. The company also offers backward-compatible technology to support its legacy products.

Excel systems incorporating Sielox technologies are installed at a number of midtown Manhattan office buildings. After standard business hours the exterior doors to the facility are locked, with the locking controlled remotely at Excel's Security and Data Command Center.™ Tenants who desire to gain access to the premises after hours must be equipped with an access control card and the appropriate access level (as determined by their employers in conjunction with building management). On presenting the card with the proper authorization to a proximity reader at the building's exterior, they are granted entry to the facility.

## The strategic security partner model

Building security doesn't stop there. Once inside the facility, the tenant enters the elevator. Only on presenting the card to a proximity reader in the elevator cab itself can the tenant access the authorized floor or floors. If desired, the system can be extended to authorize only specified doors within the tenant's space.

"New York City is a very complex market with regard to its security needs," explains Etes. "What sets New York apart from other cities is that fact that most buildings are home to multiple tenants. This plays an integral role in designing an appropriate security system."

## Saving with Cable/DSL

The Sielox Pinnacle system gives Excel the capability of communicating with and monitoring all its remote buildings through cable or DSL lines, eliminating use of costly telephone lines for its multiplicity of applications. It also provides real-time remote event management and control functionality.

Partition databases are another benefit. Although Excel is the master controller of the security system, the software can be set up to allow multiple databases for tenants. Unique configuration and control functions to suit individual tenant requirements are available, with no chance of confusion or conflict because each is treated separately. There is no limit to the number of tenants that can be set up in their own unique partitions.

Excel Global Security is a full-service security provider located at 505 Eighth Avenue, New York, NY, 10018. Excel provides access control systems which secure more than fifty large commercial buildings and their tenants. This involves remotely administering access to approximately 20,000,000 sq. ft. of commercial space in New York City and the Tri-State market, supporting more than 100,000 cardholders. Another 500 cardholders are added every week as ineffective, older systems are replaced.



## Case Study

### Access control at a major New York retail operator

#### The platform in action

Excel's fully-integrated platform is in action at the company's Excel Data Command Center.™ On entering the facility, the visitor sees an array of 42" flat-panel video monitors. The monitors display live feeds from security cameras installed at covered commercial facilities around New York City. At the many workstations, highly-trained professionals administer and monitors access systems," Etes notes. System monitoring combined with live video feeds from covered facilities allows the technical staff to receive alarm signals, verify their accuracy and determine the appropriate response."

As a result, the need for overnight guard service has been eliminated at some facilities. Of course the model does not fit all buildings, but those capable of utilizing such a system reap the rewards immediately. "The services of a single guard could cost a facility anywhere from \$14 to \$24 an hour. This makes the access control system extremely attractive," Etes remarks.

There is, of course, the upfront cost of installing an access-control system, which varies based on the size of the facility, nature of the tenants and other factors. But according to Etes, "In instances where these systems have been installed, the upfront cost is typically recaptured within Year One as a result of the savings from eliminating the overnight guard."

Since installing these systems, most companies' bottom lines have improved. Building owners know they are getting not just an installation, but a strategic partner dedicated to providing cost-effective, secure solutions to their buildings' needs.

The New York commercial market is large in terms of square footage, but it's a small community of owners and managers where word travels fast. "The strategic security partner model has been extremely popular leading to more accounts throughout this market," Etes reports.

Notable among access control installations is the recently contracted work at one of the country's leading retailers. The access control and administration applied here is aimed primarily at preventing both major theft and pilfering from stockrooms of the retail giant. Phase one of the installation is already complete. Even in its initial phase, the project has proven cost-effective to the client by reducing theft and providing accountability in the form of reports detailing employees who have accessed secure areas.

#### About the sources:

*Scott Grossinger Etes is director of sales and marketing for Excel Security Corp, 505 Eighth Ave, New York, NY. Prior to Excel he was with Newmark Knight Frank, and before that director of leasing with the Trump organization, reporting directly to Donald Trump.*

*Also contributing is Dave Taylor, a security manager at Excel.*

#### About Sielox

*Sielox is a leader in electronic access control security solutions. It offers a deep product line, proved product technology and years of experience. The company continues to offer backward-compatible technology, vigorously supporting its legacy products.*

*The Sielox flagship offering, its enterprise-capable Pinnacle™ access control software solution, provides total control of the entire access control network, plus the ability to upgrade or reconfigure controllers, readers, proximity cards and other hardware. It incorporates agile methodology for future software development.*

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